

FY 2015

IP Video Rates

Iowa Communications Network

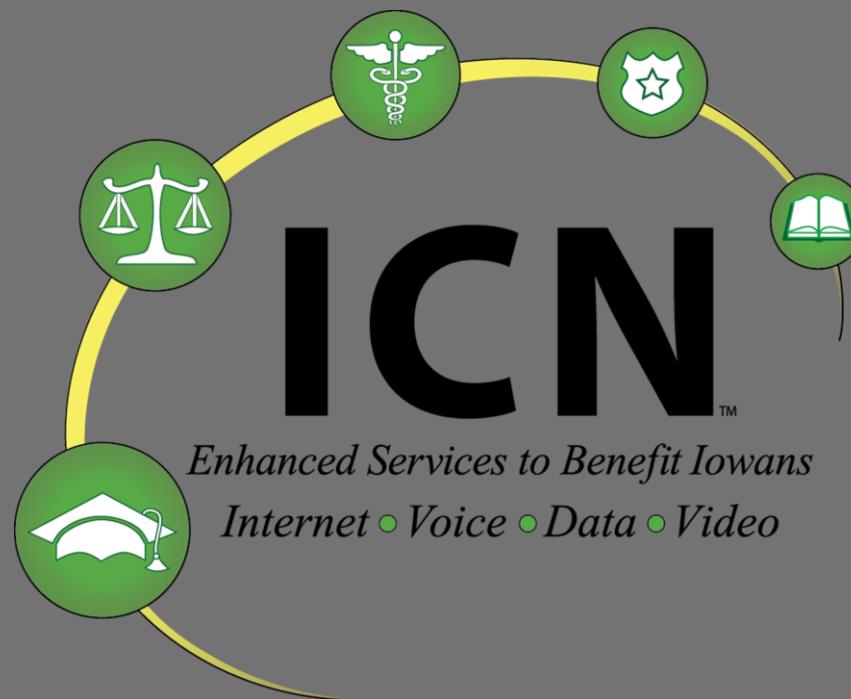


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Standard Flat Monthly Rates IP Video Rates – RESERVED FOR FUTURE PRODUCT DEVELOPMENT

This is the standard service package that includes unlimited access to the IP-based video platform, interoperability with legacy ICN video when IP originates, unlimited bridging, limited recording and streaming*, and conferencing with guests (unregistered sites). These flat rates apply per endpoint. Rates are for standard definition (SD) video, high definition video at 720p, or high definition video at 1080p. Rates do not include room equipment. Desktop services are in development, and rates will be available at a later time.

	1080p	720p	SD
Higher Education	\$518	\$284	\$166
K12 Schools and Libraries	\$518	\$284	\$166
State Government	\$518	\$284	\$166
Federal Government	\$518	\$284	\$166
Health Care	\$518	\$284	\$166
Others	\$518	\$284	\$166

**The core components budgeted and installed thus far include the ability to stream to a limited number of sites.
The ability for all sites to record and stream is possible with the purchase and installation of additional equipment.*

Optional IP Video Connectivity Costs - RESERVED FOR FUTURE PRODUCT DEVELOPMENT

Cost includes the circuit connecting the customer location to ICN's network.

Virtual Video Connection (VVC) Discount %	5 Mb
Port, BW, Private IP	\$58

Video@Lightspeed 1.0 (V@LS 1.0)

Cost includes flat monthly and connectivity costs above (rounded to nearest dollar).

	1080p Reserved for future	720p Reserved V@LS 2.0	SD
Higher Education	\$618	\$341	\$207 Available FY14
K12 Schools and Libraries**	\$618	\$341	\$207 Available FY14
State Government	\$618	\$341	\$207 Available FY14
Federal Government	\$618	\$341	\$207 Available FY14
Health Care	\$618	\$341	\$207 Available FY14
Others	\$618	\$341	\$207 Available FY14

**Codecs (only codecs, not other room equipment) can also be further bundled, and still be E-rate eligible. For codec costs, see Optional Equipment Lease section and select items labeled "Codec ONLY."

Optional Equipment Lease for IP Video

Components the customer can purchase from ICN. Three years of maintenance included.

Codec – Term describing the endpoint that converts, or decodes, an IP signal into video and audio at the video site or class room.

Room System IP Codec	Includes	Mo Lease Rate*
HDX 9000 - 1080p HD Codec	HD Codec only - Multiple Input/Outputs - Integrator Series	\$529
HDX 9000 - 720p HD Codec	HD Codec only - Multiple Input/Outputs - Integrator Series	\$497
HDX 8000 - 1080p HD Codec system	HD codec, EagleEye 1080 camera & license, HDX mic array, P+C, PPCIP, PoC,	\$389
HDX 8000 - 720p HD Codec system	HD codec, EagleEye HD camera, HDX mic array, P+C, PPCIP, PoC,	\$342
HDX 7000 - 1080p HD Codec system	HD codec, EagleEye 1080 camera & license, HDX mic array, P+C, PPCIP	\$295
HDX 7000 - 720p HD Codec system	HD codec, EagleEye HD camera, HDX mic array, P+C, PPCIP	\$243
HDX 7000 - 720p - Codec ONLY	HD Codec ONLY, P+C, PPCIP	\$208
HDX 6000 - 720p HD Codec system	HD codec, EagleEye HD camera with 3m cable, HDX microphone with 25' cable	\$154
HDX 6000 - 720p HD Codec system	View HD codec, EagleEye View with internal microphones and 3m cable	\$138
HDX 6000 - 720p HD Codec ONLY	HD Codec ONLY	\$119
Executive Desktop IP Codec	Includes	Mo Lease Rate*
HDX 4002 - HD Codec system	HD codec, P+C, People On Content licenses, 20" Widescreen Display	\$207
HDX 4001 - SD Codec system	SD Codec, P+C, People On Content licenses, 20" Widescreen Display	\$174
HDX Series Touch Control Panel		Mo Lease Rate*
Polycom Touch Control Panel	Touch Control Panel for HDX Series Codec	\$41
EagleEye Director Camera for HDX Series Codec Systems		Mo Lease Rate*
EagleEye Director - one EagleEye 3 camera	EagleEye Director and one EagleEye 3 camera, includes 3 year premium maintenance	\$326
EagleEye Director - two EagleEye 3 camera	EagleEye Director and two EagleEye 3 camera, includes 3 year premium maintenance	\$395

E-rate Rates for IP Video - RESERVED FOR FUTURE PRODUCT DEVELOPMENT

Costs are based on Standard Flat Monthly; recommended rates apply to eligible customers if USAC discounts are included. Bundled with VVC.***

1080p	720p	SD
\$127	\$70	\$42

***Codecs (only codecs, not other room equipment) can also be further bundled, and still be E-rate eligible. For codec costs, see Optional Equipment Lease section and select items labeled "Codec ONLY."

Enterprise Room Control (ERC) * (Optional for IP Video) RESERVED FOR FUTURE PRODUCT DEVELOPMENT

Enterprise Room Control (ERC) is an option requested by the customer. ICN does not mandate customers to purchase ERC in order to participate in the new video platform. ERC is an option for customers who want proprietary session and room control. Other session and room control options are available ICB. Customer selects Basic, Standard, or Premium Enterprise Room Control License. The rates are either a Monthly without NRC, or Monthly with NRC.

- ERC license pricing shown is per month for three year terms.
- Pricing includes follow on software updates and help desk support.
- Implementation assistance and training is available on a time and material basis.
- Once the room's codec is upgraded, the ERC Standard software can fully control each Grass Valley room.
- Hardware and integration may be necessary, and are ICB, and therefore NOT included.
- Firewall and security may need to be considered, and are not included in these rates since they are not yet disclosed.

Enterprise Room Control Licenses	Monthly without NRC	or	Monthly with NRC
ERC Basic - User Interface with Auto source switching, 1 video codec, 1 camera, 1 display, 1 media player (VCR/DVD/BluRay), 1 computer	\$69.85		\$21.24
ERC Standard - User Interface with Auto source switching, 1 video codec, 1-3 cameras, 1-5 displays, 1-2 media players, 1-10 computers, 1-2 tuners (Cable/Satellite), 1 audio processor, 1-2 audio zones, 1-2 microphone groups	\$100.36		\$51.75
ERC Premium - User Interface with Manual source switching, 1-2 video codec's, 1-6 cameras, 1-100 displays, 1-10 display groups, 1-20 media players, 1-200 computers, 1-10 tuners, 1-5 audio processors, 1-20 audio zones, 1-5 mic groups	\$143.81		\$95.20
Grass Valley Rooms Design (ONE TIME FEE)			NRC
Driver development and configuration of software	NA		\$1,750.00

* This optional service is subject to master contact terms and availability.

Tiered Fixed for IP Video

Fixed rates based on a tiered, monthly maximum scale based on actual hours of IP video usage. Includes access to the IP-based video platform, interoperability with legacy ICN video when IP originates, bridging, limited recording and streaming*, and conferencing with guests (unregistered sites). These rates apply per endpoint. Rates are for standard definition (SD) video, high definition video at 720p, or high definition video at 1080p. Bundled (Conf + VVC + Codec) rates include codec only, managed by ICN. Rates do not include additional room equipment, such as cameras, microphones, displays, etc. Desktop services are in development, and rates will be available at a later time.

- Low 0 – 15 hours monthly
- Medium 16 - 40 hours monthly
- Above the medium tier, standard flat rates apply.
- If a customer goes above the hours in their plan, the next level of service automatically applies.

Conferencing	Min Hours/Mo	Max Hours/Mo	HD 1080p \$/Mo	HD 720p \$/Mo	Stand Def \$/Mo
Low	1	15	\$259	\$142	\$83
Medium	16	40	\$363	\$198	\$116
Bundled (Conf + VVC)	Min Hours/Mo	Max Hours/Mo	HD 1080p \$/Mo	HD 720p \$/Mo	Stand Def \$/Mo
Low	1	15	\$358	\$200	\$124
Medium	16	40	\$462	\$256	\$157
Bundled (Conf + VVC + Codec)	Min Hours/Mo	Max Hours/Mo	HD 1080p \$/Mo	HD 720p \$/Mo	Stand Def \$/Mo
Low	1	15	\$566	\$408	\$243
Medium	16	40	\$670	\$464	\$276

Glossary

Codec: Coder-Decoder – Industry standard term describing of the endpoint that converts, or decodes, an IP signal into video and audio at the video site or class room.

Grass Valley Room – Original legacy, proprietary room control design for ICN class rooms.

HD: High Definition – Most commonly involves display resolutions of 1,280×720 pixels (720p) or 1,920×1,080 pixels (1080i/1080p).

ICB: Individual Case Basis – Term used to describe provisions of customized one-time quotes.

IP: Internet Protocol - The Internet Protocol (IP) is the principal communications protocol used for relaying datagrams (packets) across an internetwork using the Internet Protocol Suite. Responsible for routing packets across network boundaries, it is the primary protocol that establishes the Internet.

MRC: Monthly Recurring Charge – The cost charged each month to the authorized user.

NRC: Non-Recurring Charge – Typically a one-time installation or administration fee charged upon commencement of the service.

SD: Standard Definition – The term used to explain analog television resolution that's very square - a 4:3 ratio. That's four units wide by three units tall with 480 lines of resolution.